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ACQ EDITOR
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CONGRESSIONAL INFO SERV
4520 EAST-WEST HWY STE8
BETHESDA MD 20814
NEWSPAPER

Automotive

DECEMBER 2, 1991

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$70/YEAR; $2/COPY

late news

Highway bill requires air bags

WASHINGTON — A requirement for driver- and passenger-side air bags on all new cars by the 1998 model year were included in a highway funding bill approved by House and Senate negotiators last week.

The six-year, $151 billion bill, which included the first reauthorization of the National Highway Traffic Safety Administration since 1982, was passed by the House late Tuesday and was being debated in the Senate late Wednesday. President Bush is expected to sign the bill if it passes the Senate.

Under the bill, light trucks would be required to have air bags by the 1999 model year. NHTSA would be required to produce new regulations for improved head-injury prevention, rollover protection, and child booster seats. Safety advocates estimate that those changes

see LATE NEWS, 2

Southeast Toyota goes to court

At a North Carolina hearing on Southeast Toyota's business license, former company officials admit they destroyed evidence. See stories on Pages 4 and 33.

Battery group rebuffs Japan

Toyota and MITI sought to join Big 3 consortium

JACK KEEBLER
and MARYANN MASKERY
Staff Reporter

Toyota Motor Corp. . . through its Washington offices — made overtures in a letter "several months ago" to join the United States Advanced Battery Consortium.

That request and another by the Japanese government were flatly rejected.

Consortium members, including the Department of Energy, do not apologize for banning foreign companies from membership. One of the stated goals of the consortium is "to establish the leadership of the United States in the development and manufacture of electric-vehicle batteries."

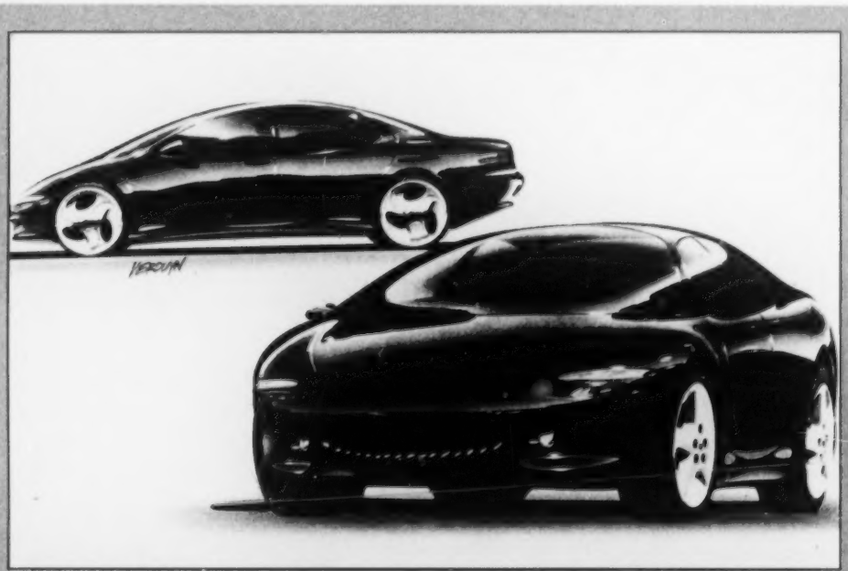
The exclusion means that Japanese car companies won't get any government help on battery research until at least April, when the Japanese government may begin financing a battery research project.

The United States Advanced Battery Consortium is a cooperative effort among the Big 3, major electric utilities and the U.S. government to develop advanced batteries for motor vehicles.

"It was taken as a given from the beginning that the purpose of the consortium was to improve the competitiveness of the U.S. auto industry," said John Brogan, director of the office of propulsion systems for the U.S. Department of Energy.

"There was never any intention to expand the

see BATTERY, 38



Two-stroke powerhouse

Chrysler Cirrus, a mid-sized concept car incorporating a two-stroke engine and cab-forward design, is one of two vehicles that will debut at January's Detroit auto show. The Cirrus packs a 3.0-liter turbocharged engine that produces 400 horsepower at 6,000 rpm when run on fuel-grade alcohol. See story on Page 6.

Dealers spurn Chrysler plan linking spiffs to CSI score

MARY CONNELLY
Staff Reporter

Chrysler Corp.'s dealers are objecting to the company's proposal to link vehicle incentive payments to dealership performance.

The company has proposed that beginning in 1992 monthly sales objectives and customer satisfaction ratings be used to determine dealer cash incentive payments on various models.

Chrysler would give the largest cash amounts to dealers scoring highest on a performance matrix devised by the company.

At dealer council meetings in late November, dealers opposed the proposal, saying it would create competitive inequities and could accelerate the failure of already weakened dealerships.

E. Thomas Pappert, Chrysler's vice president of sales, announced the proposal to dealers in a Nov. 13 memo.

"We want to emphasize yet again that Customer Satisfaction Index and Sales Satisfaction Index performance is critical to maintaining

see CHRYSLER, 34

Slow sales? Try living in block of ice to lure buyers

CHARLES M. THOMAS
Staff Reporter

A Dallas-area sales manager confined himself in a 5,000-pound block of ice for 48 hours to lure customers to the dealership. Not only did people come in droves to see him, but some even prayed for him.

A Virginia dealer sold Ford Festivas for the low, low price of $3,995 while a sales manager in Indiana fed 1,000 people breakfast Saturday for pre-registering for the dealership's used-car auction.

With car sales in a tailspin, dealers are going to almost any lengths to bring potential customers into their showrooms. And even though some of the promotions seem a little far-fetched, they are succeeding.

Tom Martin, sales manager for North Central Ford in Richardson, Texas, spent 48 bone-chilling hours in a block of ice Nov. 11-13 as part of a campaign to solicit food donations for charity and create some attention for the dealership.

JAMES OWENS

Martin sold 84 cars during his frigid interment and said the promotion built traffic. Of course, he had to fast for 48 hours, and chainsaws were used to release him from the ice.

"I was frozen alive without food or water," he said "I did a lot of calisthenics to keep warm."

The promotion was created by Silco Products of Los Angeles. Martin said people waited in line outside the trailer and trudged

see ICE MAN, 35

Pearl Harbor trauma

Japan makers fear backlash; ads cut

MARY ANN MASKERY
Staff Reporter

TOKYO — Many Japanese businessmen would rather not "Remember Pearl Harbor." And they would prefer that Americans do a little less remembering as the media focus on next Saturday's 50th anniversary of Dec. 7, 1941.

"Relations are already bad enough," one auto executive said, referring to trade disputes. Many Japanese companies are taking a low profile and waiting for the attention to pass.

Asked how the company felt about the approaching anniversary and any resulting concerns over trade issues, Nissan Motor Co. Ltd. considered the question for five days and then politely replied, "We would like to refrain from commenting on this matter."

In the United States, some Japanese automotive sales companies won't advertise at all this week. But only one suggested that it had anything to do with Pearl Harbor.

DEC. 7 RESPONSE

Congress wants trade action ➤ 34
Importers keep low profile ➤ 34

"We consciously decided not to advertise that week to keep a low profile," said Kim Custer, a spokesman for Mitsubishi Motor Sales of America Inc.

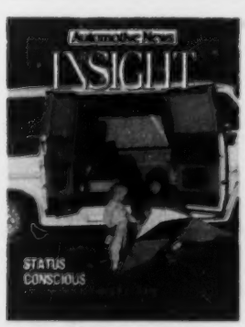
American Honda Motor Co. Inc. is avoiding advertising on evening news programs that feature special reports on Pearl Harbor. The company is also staying away from newsweeklies with cover stories on the anniversary.

Similarly, tiny American Suzuki Motor Corp. "opted not to put ads in issues of magazines that will feature Pearl Harbor," according to Suzuki spokeswoman Laurie Raleigh.

Japanese industrialists generally hope to keep the bombing of the American fleet at Pearl Harbor in the past.

Said Takeshi Tanaka, general manager at Fuji Heavy Industries Ltd., maker of Subaru cars: If the American people "discuss too

see PEARL, 34



Fanning the fire

Anticipating a strong 1992, manufacturers are beefing up promotion of van conversions. For a pulse-check of the RV industry, turn to *Automotive News Insight*, which follows Page 20.

inside Automotive News

POINT OF INTEREST
Victor Potamkin returns Cadillac to Manhattan. PAGE 4

CALL FOR SALES FIRST AID
Dismal mid-November kindles 'do something' talk. PAGE 6

RECOVERY NEXT YEAR?
Ford economist expects a modest '92 uptick. PAGE 16

MODERNIZED MONTERO
Mitsubishi's '92 redesign emphasizes sportiness. PAGE 19

FORD'S 'NETWORK CARS'
Program cars are being earmarked for cities. PAGE 21

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Outside Michigan 1-800-678-9386
Classified Ad Department ..... (313) 446-6085
Display Ad Department ..... (313) 446-6090
Editorial & Business Offices . (313) 446-6000

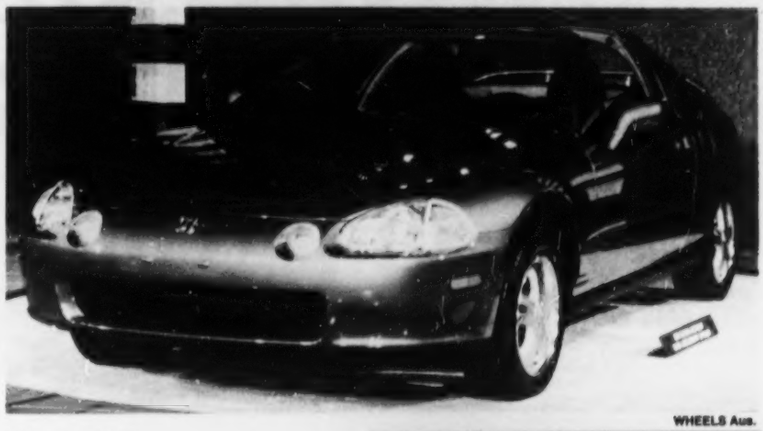
AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in May at 1400 Woodbridge, Detroit, MI 48207-3187. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207-3185.

correction

A Nov. 25 table comparing Chrysler Corp. leasing methods had the same label on two columns. That part of the table should have looked like this:

	Gold Key Plus 36 months	Gold Key Lease 36 months
$21,999 Jeep Cherokee Laredo		
Down payment ..	$2,200	$2,200
Rebate	1,950	1,000
Monthly payment	298.98	370.33
$24,283 Chrysler Fifth Avenue		
Down payment ..	$2,428	$2,428
Rebate	1,750	1,000
Monthly payment	379.09	444.18

Source: Chrysler Credit Corp.



WHEELS Aus.

New CRX

Honda's 1993 CRX due next April, spied at a dealer introduction, is based on the new Civic platform and will likely offer two engine choices: a 1.5-liter in the DX and a 1.6-liter lean-burn version in the Si. Both have a driver's air bag. The car is nine inches longer than the current CRX.

latenews

CONTINUED *from* PAGE 1

will save more than 10,000 lives a year.

— Max Gates

GMC Typhoon hit by recall

DETROIT — GMC Truck Division has notified dealers of a potential rear brake problem with its Typhoon sport-utility, said Sharon Hines, a GMC spokeswoman.

The problem involves a potential for rear brake pipe failure. If the link connecting the electronic rear height sensor to the rear axle becomes disconnected, it can lodge between the axle and the rear brake pipe, causing a rear brake pipe failure.

GMC has provided dealers retention clips for upper and lower ball sockets to correct the problem.

Hines declined to specify the number of vehicles involved. The Typhoon is a limited-production performance truck that GMC only began building in the 1992 model year. Hines said most of the units built so far had not yet been shipped to dealers.

— Joseph Bohn

GM recalls '92 A-, W-cars

DETROIT — General Motors is recalling 10,250 1992 A- and W-body cars because of a transmission problem that can cause the cars to remain in reverse when the driver shifts into neutral.

The recall involves Oldsmobile Cutlass Cieras and Cutlass Supremes; Buick Centurys and Regals; Chevrolet Luminas; and Pontiac Grand Prixs. All of the cars recalled are equipped with optional 4T60 four-speed automatic transaxles.

About 1,000 of the recalled cars were delivered to customers and the rest are on dealer lots, GM spokesman Jack Dinan said. Dealers have been ordered not to sell cars that may be affected by the problem until tests are run. No accidents or injuries have been reported because of the defect. Not all of the cars being recalled are affected by the problem, Dinan said.

— Phil Frame

Iran car plant only a dream

FRANKFURT — Mercedes-Benz AG said Iranian reports that it has agreed to build an auto plant in Iran are wishful thinking.

Mercedes said its officials talked with the Iranian government about a possible venture, but the talks focused on truck or bus production. "They would like to have us make cars there, but an agreement isn't likely in the next year," said a Mercedes spokesman.

An Iranian new agency had said that Mercedes planned to build an auto plant in Iran that would the largest in the Middle East.

— Diana T. Kurylko

Camry exports to Japan stalled

DETROIT — Toyota has postponed for a year plans to export U.S.-built Camry sedans to Japan, according to *AutoWeek*, a sister publication to *Automotive News*.

Toyota had planned to begin shipping Camry sedans from its Georgetown, Ky., plant to Japan in 1992 to supplement output from Japanese factories, but the plan has been delayed until 1993.

AutoWeek reports in its Dec. 9 issue that because of greater than expected demand in the U.S. market, the Georgetown plant will not have enough capacity to supply Japan.

Toyota is now said to be considering building more Camrys at its plant in Tsururi, Japan, to meet Japanese market needs, *AutoWeek* said.

The new Camry wagon, due for export to Japan from Georgetown at the rate of 700 to 800 units per month in 1992, is said to be unaffected by the shift in sedan exports.

Big 3, OEMs form council

DETROIT — The Big 3 have formed a Joint Automotive Supplier Governmental Action Council to work with their suppliers on auto-related governmental issues.

Ford Chairman Harold A. Poling will serve as the auto company co-chairman of the Council. Dana Corp. Chairman Southwood Morcott has been named the supplier co-chairman.

Under council guidelines, both co-chair positions will rotate every two years, in alternating years.

Ford recalls 641,562 units

DEARBORN, Mich. — Ford Motor Co. is voluntarily recalling 641,562 vehicles — 1990 and 1991 Aerostar minivans with 3.0-liter engines and Tempo and Topaz cars with 2.3 liter engines — to replace the throttle position sensors.

In addition, Ford is recalling 481 of its 1991 F-150 light trucks with 5.0-liter engines and automatic transmissions that were built for sale in California and high-altitude areas to replace the electronic engine control processor.

Those vehicles may exceed emissions standards.

Ford to update axle plant

DEARBORN, Mich. -- Ford Motor Co. will spend $700 million to convert its 1.9 million square-foot Van Dyke Axle Plant in Sterling Heights, Mich., to produce state-of-the-art transmissions.

The plant is expected to produce transmissions in 1994 for the next-generation Ford Taurus and Mercury Sable models.

briefly

What about classic cars?

The Vatican is making it possible to carry on a smidgen of a car conversation. Its Latin dictionary, the *Lexicon Recentis Latinitas*, has added about 13,000 new words in the first official revision in 30 years. Among the new entries:

- *Sufflamen disci forma* (disc brakes)
- *Fluxus interclusio* (traffic jam)
- *Autocinetorum lavatrix* (car wash).

The word for carburetor, *aeris benzinique mixtura*, also was added, just in time for a world that travels in cars with fuel-injected engines. Who said Latin wasn't a dead language?

TIE ONE ON, NISSAN — Nissan's 8,700 North American employees are the latest to join Mothers Against Drunk Driving in its holiday fight against liquid good cheer on the roadways. Employees will get red ribbons to tie to their cars, symbolizing "I'm sober," and a 320-foot ribbon will encircle Nissan's Torrance, Calif., building housing Nissan North America offices.

FINALLY, A WINNER — Volkswagen AG has scored its first victory ever in balloting for the European Car of the Year. The winner was the Golf III, which was cited for its safety, recyclability and V-6 engine. In Europe, as in Canada, the Car of the Year winner is chosen by a panel of automotive journalists, not by a single magazine.

CALVET'S CAFE — Jacques Calvet, the free-thinking **Peugeot SA** chairman whose lonely cry for limits on Japanese imports in Europe was eventually adopted by others, has a new quest. At the introduction of **Citroen's** Citela electric car, he said Europe should impose fuel consumption standards like the U.S. corporate average fuel economy laws. Specifically, reports *Autocar & Motor*, "He said that, by 2000, no car averaging less than 47 mpg should be sold in Europe." That would knock the Mercedes S-class for a loop.

Calvet: No gas hogs in Europe

CHARGE IT UP — The folks at Southern California Edison don't claim their solar-powered parking lot will be economical, but it will provide clean power when it opens next year. The prototype being built in Diamond Bar at the new headquarters of the South Coast Air Quality Management District will gather solar power in photovoltaic cells. The system recharges employees' electric cars and feeds the general electricity network when cars aren't plugged in.

HOME ON THE RANGE — Montana resident Thomas Owens has learned that trouble can follow if you drive where the deer and the antelope play. Owens' problems started when his 1982 **GMC** pickup had racked up about 15,000 miles. The engine smoked, lacked power and quit at 42,000 miles. Even after repairs, problems continued, and Owens sued **General Motors** when the automaker refused to fix the pickup under warranty. Now the Montana Supreme Court has ruled that the problems were Owens' fault. Evidence showed that he drove his pickup over rocks and small trees, that a bullet hole decorated the floorboard and that a variety of dents were caused by cattle smacking the body.

Chrysler keeps cab-forward for new designs

MARY CONNELLY
Staff Reporter

AUBURN HILLS, Mich. — Chrysler Corp. will once again signal its design and engineering directions when it unveils two concept cars at the North American International Auto Show in Detroit in January.

The Chrysler Cirrus concept car is powered by a turbocharged 3.0-liter, six-cylinder two-stroke engine. The Cirrus uses a cab-forward design that hints at Chrysler's design thesis for a next generation of mid-sized sedans, due in the mid-1990s.

The 1992 Dodge Recharger concept minivan, powered by an electric motor, also employs a cab-forward design. Unlike Chrysler's current minivan, the concept vehicle has a second hinged door on the left side. Chrysler is using the Recharger to test a new, more rounded design as it prepares to remake its minivan fleet in the 1995 calendar year.

The two-stroke engine in the Cirrus meets 1996 California low-emission standards, Chrysler said. It delivers 400 horsepower at 6,000 rpm and operates on fuel-grade alcohol.

The two-stroke engine weighs about 40 percent less than a comparable four-stroke engine and needs about half the space under the hood.

The Cirrus sedan uses styling cues normally associated with sport coupes, such as a bucket seat for every passenger.

"Over the past few years, our concept cars have exhibited a variety of shapes that hint at future design directions," said Neil Walling, Chrysler's director of advanced and international design. "Cirrus, with its exaggerated cab-forward design and highly sculpted exterior, is another example of a first effort that will evolve over the next few years."

The Dodge Recharger has a 119.3-inch wheelbase and 190.1-inch overall length. Current Chrysler minivans have a 119.3-inch wheelbase and 192.8-inch overall length.

The Cirrus is testing design themes for a future compact to mid-sized sedan. It has a 115.1-inch wheelbase and overall length of 186.7 inches. The Cirrus is smaller than Chrysler's 1993 LH sedans, which are 200 inches in overall length.

But the Cirrus is larger than Chrysler's current A-body sedans. The A-body Dodge Spirit/Plymouth Acclaim/Chrysler LeBaron sedans have a 103.5-inch wheelbase and overall length of 181.2 inches. The A-bodies are scheduled for replacement in the 1995 model year.

The minivan concept vehicle focuses on future technology by using a zero-emissions powertrain taken from Chrysler's TEVan program, an electric minivan feasibility project within Chrysler engineering. Chrysler announced last January that it is developing an electric minivan for possible production.

The Recharger, whose name is a 1990s twist on the old Dodge Charger nameplate, is powered by nickel iron batteries with a range of approximately 120 miles of highway driving or 100 miles urban driving on a single charge. The 54-kilowatt direct-current motor produces a top speed of 65 mph, Chrysler said.

The Recharger has a two-speed automatic transmission, power steering and brakes and air conditioning. The vehicle has an on-board charging system.

Chrysler, which is initiating its cab-forward design philosophy with four mid-sized 1993 LH sedans, employs cab-forward on a minivan for the first time. Cab-forward lowers the cowl to improve forward visibility and command-of-the-road feeling.

Acura dealers prefer quality over FSX, Beat

RICHARD JOHNSON
Staff Reporter

TOKYO — Acura dealers in the United States are more interested in improvements to the current luxury cars than in the FSX as a Lexus LS400-fighter or the Beat as a niche sports car.

The FSX sports sedan, shown this fall as a concept at the Tokyo Motor Show, has been widely viewed as a harbinger of Acura's future sedan flagship. It is rumored to be destined for an appearance at the Detroit show in January, bearing an Acura badge.

However, Honda President Nobuhiko Kawamoto, speaking in an interview, said "we haven't come to any concrete product planning." He said the FSX is still very much in the research stage.

Kawamoto: no concrete plan

"Our research and development members wanted to make something new and wanted to ask the public if this is the right direction or not, so I allowed them to try it," he said.

U.S. Acura dealers have not been clamoring for the FSX. "I attended the Acura dealer meeting . . . and talked with the dealers," he said. "Their concern for the product is almost satisfied at the present level if we will improve slightly — getting better and better as we have before. That should be sufficient for them."

Neither were U.S. Acura dealers drumming for the Beat, the 600-cc two-seat mini convertible introduced in Japan last summer. The car is being tested in the United States and Europe but it would be heavily modified if exported.

"If we bring this car to the States it will be completely different from the present Beat," said Kawamoto. "It should be modified for crashworthiness, safety features, emission control.

"I think in the States the minimum size is much bigger than in Japan. The normal performance in traffic conditions is much higher than here. This is just a personal, rough idea, but at least 1,000 cc or 1,300 cc would be necessary."

10-DAY CAR AND TRUCK SALES, BY MAKE

	Nov. 11-20, 1991	Nov. 11-20, 1990
ALFA ROMEO (imp. car)*	78	98
Acura (imp. car)	3,833	2,542
Domestic car	11,747	11,267
Imported car	5,515	6,547
Honda	17,262	17,814
AMERICAN HONDA	21,095	28,356
ASTON MARTIN (imp. car)*	2	2
BMW (imp. car)*	1,454	1,433
Domestic car*	3,912	4,340
Imported car*	0	55
Domestic truck*	112	78
Chrysler Division*	4,024	4,473
Domestic car*	7,558	9,960
Imported car*	893	1,064
Domestic truck*	12,700	11,934
Imported truck*	164	370
Dodge*	21,315	23,328
Domestic car*	1,752	1,452
Imported car*	345	191
Eagle*	2,098	1,643
Domestic truck*	4,906	5,484
Jeep*	4,906	5,484
Domestic car*	4,478	6,610
Imported car*	493	723
Domestic truck*	4,682	5,369
Plymouth*	9,653	12,702
Domestic car*	17,700	22,362
Imported car*	1,732	2,033
Domestic truck*	22,399	22,865
Imported truck*	164	370
CHRYSLER CORP.*	41,995	47,630
Imported car*	152	253
Imported truck*	59	81
DAIHATSU*	210	334
FERRARI (imp. car)*	24	24
Domestic car	25,890	34,269
Imported car	1,733	1,111
Domestic truck	36,746	37,648
Ford Division	64,369	73,028
Domestic car	3,049	6,093
Lincoln	3,849	6,093
Domestic car	7,178	7,362
Imported car	1,651	2,188
Mercury	8,829	9,550
Domestic car	36,117	47,724
Imported car	3,384	3,299
Domestic truck	36,746	37,648
FORD MOTOR CO.	76,247	88,671
Domestic car	16,238	14,573
Buick	16,238	14,573
Domestic car	6,823	7,248
Cadillac	6,823	7,248
Domestic car	26,847	29,934
Imported car	1,473	2,368
Domestic truck	28,369	33,725
Imported truck	104	51
Chevrolet	56,793	66,078
GMC	8,326	9,124
Domestic car	11,296	12,198
Domestic truck	887	595
Oldsmobile	12,183	12,793
Domestic car	14,144	13,615
Imported car	255	393
Domestic truck	759	687
Pontiac	15,158	14,695
Domestic car	3,294	0
Saturn	3,294	0
Domestic car	78,442	77,538
Imported car	1,728	2,761
Domestic truck	38,341	44,131
Imported truck	104	51
GENERAL MOTORS	118,615	124,481
HYUNDAI*†	2,623	3,661
Imported car*	305	325
Domestic truck	1,268	1,136
Imported truck*	1,897	2,899
ISUZU*	3,470	4,360
JAGUAR (imp. car)*	278	327
LAMBORGHINI (imp. car)*	4	4
LOTUS (imp. car)*	8	8
MASERATI (imp. car)*	6	6
Domestic car	1,788	1,541
Imported car*	3,524	3,412
Domestic truck	344	321
Imported truck*	3,035	2,965
MAZDA*	8,672	8,239
MERCEDES-BENZ (imp. car)*	1,683	2,039
Domestic car	2,344	1,383
Imported car*	3,005	2,040
Imported truck*	788	738
MITSUBISHI*	6,137	4,161
Infiniti	635	825
Domestic car	3,055	3,399
Imported car*	6,865	6,631
Domestic truck	2,984	2,709
Imported truck*	4,556	4,529
Nissan*	17,481	17,287
NISSAN MOTOR CORP.	18,995	18,092
PEUGEOT (imp. car)*	34	94
PORSCHE (imp. car)*	105	182
RANGE ROVER (imp. truck)*	66	95
ROLLS/BENTLEY (imp. car)*	7	15
SAAB (imp. car)*	469	599
STERLING (imp. car)*	31	92
Domestic car	599	431
Imported car*	1,346	2,141
SUBARU*	1,945	2,572
Imported car	146	187
Imported truck	327	295
SUZUKI†	473	482
Lexus (imp. car)	2,326	2,310
Domestic car	8,629	9,025
Imported car	7,910	10,278
Domestic truck	74	0
Imported truck	6,563	7,936
Toyota	23,176	27,238
TOYOTA MOTOR SALES	25,502	29,549
Audi (imp. car)*	345	442
Imported car*	2,081	3,075
Imported truck*	80	117
Volkswagen*	2,160	3,192
VWoA*	2,505	3,635
VOLVO*†	1,291	1,559
YUGO (imp. car)*	91	151
Domestic car	160,491	174,678
Imported car	53,119	58,773
TOTAL CAR	213,511	233,443
Domestic truck	102,156	108,810
Imported truck	17,839	20,874
TOTAL TRUCK	119,795	129,684
TOTAL CAR & TRK	333,306	362,327

*Estimated †Breakdown of North American built and imported car sales not available.
There were 9 selling days in the period this year and 9 last year.

Dismal sales kindle 'do something' talk

JIM HENRY
Staff Reporter

NEW YORK — With an election year around the corner, the latest dismal 10-day sales period could add to the growing pressure for the federal government to "do something" to help the economy, analysts said.

The daily selling rate of cars and light trucks fell 18.2 percent during mid-November, following a poor showing to start the month. Nov. 11-20 sales totaled 333,306, compared to 352,328 last year.

There were nine selling days in mid-November this year vs. eight last year, so comparisons in this article are based on daily selling rates.

Last year's 10-day sales were relatively strong, and that made this year's period look worse by comparison.

Ford Motor Co. and and Chrysler Corp. both plunged more than 20 percent from last year, and General Motors was off 15.3 percent.

The period also saw sales decline for the three biggest Japanese companies in the U.S. market. Sales for Nissan Motor Corp. in U.S.A. (Nissan-Infiniti) were down 11.1 percent. American Honda Motor Co. Inc. (Honda-Acura) fell 7.9 percent. And Toyota Motor Sales U.S.A. Inc. (Toyota-Lexus) dropped 23.3 percent.

The mid-month decline, shared about evenly between cars and light trucks, had some analysts talking about a second recession in the auto industry, even though the industry never really recovered from the first one that began last year.

"Sales are rotten and they're going to stay rotten for a long time . . . unless we get a major booster shot in the economy," said Joseph Phillippi, auto industry analyst for Shearson Lehman Brothers Inc.

"It will be interesting to see what if anything the people in Washington are going to be able to do," he said.

Jack Kirnan, industry analyst for Kidder, Peabody & Co., said the pressure on Washington is so great that politicians are willing to consider "crazy, short-term political solutions" just so they can demonstrate they're trying to fix the economy.

"They are lurching at any program," Kirnan said.

"You have a president who wants to get re-elected, and he's slipping in his popularity polls. We are probably going to get some major stimulus to the economy, whether it's a cut in tax rates, investment tax credits, what-have-you. . . . There's a proposal going around to give a tax credit to scrap pre-1980 cars, or for buying an American car — things that wouldn't have been heard of six months ago," he said.

"Who'd have thought six months ago it would be this bad? I, for one, was fooled. I thought we'd be well on the way to some bigger volumes by now," Kirnan said.

He said an upturn in sales from May through July had analysts talking about a recovery, but the industry couldn't sustain it.

VW trims prices of 1992 Passats

ARLENA SAWYERS
Staff Reporter

Volkswagen United States has cut prices on its 1992 Passat GL models.

The manufacturer's suggested retail price of the 1992 Passat GL sedan has been reduced from $17,550 to $16,995, and the 1992 Passat GL wagon has been reduced from $17,970 to $17,390.

Also, the prices of two Jetta models have been increased because air conditioning has been made standard equipment. Prices have been hiked less than the $840 option price of air conditioning.

The new price of the Jetta GL sedan is $11,995. That is $625 more than the former price, but it is $215 less than the previous price with air conditioning. The $12,995 Jetta Carat sedan is $605 more than before but $235 less than the previous price with air conditioning.

The adjustments from 1992 introductory prices still represent an increase over 1991 models.

The 1991 Passat GL listed at $15,590; the 1991 Passat wagon was $16,010; the 1991 Jetta GL listed at $10,930; and the 1991 Jetta Carat was $11,910.

incentive WATCH

INCENTIVE WATCH—DEALER INCENTIVES

CONTINUING PROGRAMS

ACURA (1991 models, expires Jan. 3)

Legend sedan	$2,500
Legend coupe	$3,000

ALFA ROMEO (expires Dec. 31)

164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid

AUDI (1991 models; expires Dec. 31)

Audi 100	$3,500
Audi 200	$4,000
Other models (if dealer orders quota from Audi)	$1,500-5,000 per sale
Other models (if dealer does not order quota from Audi)	$750-3,500 per sale

CHRYSLER CORP. (expires Dec. 31)

Jeep Cherokee (1991)	$500
Jeep Cherokee (1992)	$750

GENERAL MOTORS

Chevrolet (expires Feb. 4)	
Caprice (1992)	$250-800, quota
Camaro (1992)	$300-750, quota
Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000
Corvette ZR-1 (1991)	$3,000
Other Corvette (1991)	$2,000
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Pontiac Sunbird	$300

ISUZU (1991-92 models, unless otherwise noted; expires Dec. 31)

Cars*	$800-1,800
All pickups*	$1,000-1,500
4x4 pickups (bonus, 1990-91)	$500
Trooper*	$1,500-1,800
Rodeo*	$00-500

*Based on number sold

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (expires Dec. 31)
Rebates vary by region and apply to 1990-92 models.

Mirage	$500-1,000
Eclipse	0-$1,300
Galant	0-$1,750
Pickups	0-$1,200
Montero	0-$2,000

NISSAN (expires Jan. 3, unless otherwise noted)

1992 models

Stanza	$1,000
Maxima GXE	$800
Sentra	$300
Pickups	$900
Pathfinder	$600

1991 models

Stanza	$1,800
Maxima	$800
240SX	$600
Sentra	$300
Pathfinder	$1,400
Pickups	$1,200
300ZX (expires Feb. 2)	$2,500-3,500, quota

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUBARU (expires Jan. 3)

Legacy (1991)	$1,200-1,700, based on region

SUZUKI (expires Dec. 3)

Swift (1991)	$700-1,000
Swift (1992)	$400-700
Sidekick (1991)	$500-1,000
Sidekick (1992)	$300-700

STERLING (no expiration date)

All models	$8,000*

*Or $3,000 if customer chooses 0 percent financing

TOYOTA (expires Jan. 3)

Camry (1991), Corolla (1991-92)	$500-700, quota
Base 4x2 pickup (1991-92)	$1,000-1,400, quota
Other pickups	$600-1,000, quota

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (1991 models; expires Dec. 31)

240 series	$1,500
740 series	$1,750-2,500
940 series	$1,500-2,500
780 coupe	$2,500

BATTERY

Big 3 consortium rebuffed Japan

continued from PAGE 1

management of the consortium to include foreign makers."

Brogan said the Toyota inquiry was made while the consortium was being organized, and "little time was spent in saying, 'No.' "

A spokeswoman for Toyota Motor Sales U.S.A. Inc. said "an inquiry in the form of a letter was made by the Washington office, but an inquiry is not an attempt to join."

Toyota and Japan's Ministry of International Trade and Industry say their interest in the consortium was driven by a sincere interest in sharing information and a need to know about the United States recharging infrastructure.

THE U.S. EDGE

A Japanese battery producer deeply involved in electric vehicle research understands the consortium as an attempt to provide a competitive edge to U.S carmakers and battery makers.

"The United States is irritated about some of the issues (that have come up in the ongoing Stategic Initiative trade talks)," said a spokesman for Japan Storage Battery Co., which is working with several Japanese automakers on electric-vehicle development.

"They have lost in the compact-car war with Japan, so (the U.S. government) has changed its former policy of not intervening in industry and is trying to win the EV market. But we have no intention of participating in the U.S. project."

Obviously, all carmakers need to know what recharging voltages will be available, where recharging will take place and even simple specifications for recharging outlets, cables and plugs. Exclusion from the U.S. project would be especially critical to foreign automakers if the battery research guides the utilities in providing an innovative recharging infrastructure.

MITI made its informal, but apparently serious, offer while discussing a large-scale energy conservation research program called the Moonlight Project.

Moonlight began during the 1978 oil crisis, when the government sought ideas to conserve energy, even tapping the power of moonlight.

Major research projects included high-temperature gas turbine engines, waste heat recovery technology and electric vehicle battery research.

LOTS OF MONEY AVAILABLE

Jack Guy, manager of commercial development with the Electric Power Research Institute, said that MITI director Masatake Wada made an informal inquiry about joining the consortium "back in January or February," of this year when Wada was in charge of the Moonlight project.

Wada was briefing eight American utility companies on one aspect of Moonlight: a 100-by-300-foot building full of lead-acid batteries to smooth out the electric power produced by Japanese utilities.

During a break in the all-day meeting, Guy said, Wada switched the conversation over to the U.S. battery consortium, asking about the group's purpose, goals and funding.

"Wada then informed us that he could make quite a bit of funding available," said Guy. "He told us that he would have something like $30 million available for first-year development. He said he also realized that program funding might go up to as much as $100 million a year."

Afterward, Guy said, he informed the consortium's management group about the "informal" conversation with Wada and the Japanese interest in joining the effort.

"Well, they told me 'No' — but hell no," said Guy. He said the Electric Power Research Institute "had worked with the Japanese in the past on other projects like coal gasification and they were very generous funders.

But the feeling was that MITI didn't have all of its cards on the table — that they were holding something back."

John Wallace, director of electric vehicle programs and planning at Ford Motor Co. and external affairs director for the battery consortium, said he understood the inquiry to be informal.

MITI PROPOSES PROJECT

"They approached some American utilities and said something like 'we have lots of money to offer you,' " said Wallace.

"But there was certainly a suspicion that their motives were not entirely honorable. The feeling was that they talk cooperation, but don't act it. We believed that Japanese battery manufacturers would preferentially sell to a Japanese carmaker. So, it was not seen in our best interest to let them join."

MITI has proposed its own project to research lithium batteries in Japan. It will begin in April if the Finance Ministry agrees to provide money. The intention is a 10-year, $108 million program aimed at Japanese battery makers.

The U.S. consortium has not yet chosen what types of batteries to focus on, and lithium may not be chosen. If they are to be practical, electric vehicles need new batteries that hold more electricity, recharge faster and weigh less than lead-acid batteries.

A spokesman for Yuasa Battery Co. in Japan said, "If we are asked by MITI to joint the MITI project, we will surely join it. I cannot say if the lithium battery will be selected for practical use since the situation is very flexible. We don't know about the future to come."

The U.S. partnership agreement was signed by the Big 3 on Jan. 30, 1991, and the Electric Power Research Institute, a utility group, joined them in the U.S. Advanced Battery Agreement on July 16.

At a White House ceremony in October, President Bush and Secretary of Energy James Watkins announced that the government would join the U.S. Advanced Battery Consortium and provide half the budget for the four-year, $260 million research project.

Bush clearly put the government on the side of the Big 3 at the announcement.

"Electric vehicles represent the next technology milestone in the auto industry, and we intend to beat our competitors to that milestone," said Bush. "Today's agreement embodies an idea whose time has come; that government and business can help America outthink, outwork and outperform any nation in the world."

INCENTIVE WATCH — CUSTOMER INCENTIVES

CONTINUING PROGRAMS

CHRYSLER CORP.
All programs expire Dec. 31. Finance rates in lieu of rebates start at 6.9 percent on minivans, 4.9 percent on other models.
In addition to the rebates on retail purchases listed here, Chrysler Corp. offers rebates under its Gold Key Plus Program. The rebates, which expire Dec. 31, are $250 to $2,000 on 1992 models and $150 to $1,975 on 1992 models.

1992 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,000
LeBaron coupe, New Yorker Salon	$750
LeBaron sedan	$500
Dodge Monaco	$1,500
Dynasty	$1,000
Shadow conv.	$750
Shadow highline, Daytona, Spirit, Colt	$500
Shadow America	$300
Dodge Ram pickup (gas engine), Ram van conversion, Ramcharger	$1,000
Ram van and wagon, Dakota	$750
Ram 50	$300
Eagle Premier	$1,500
Talon, Summit	$500
Jeep Cherokee	$1,000
Comanche	$750
Wrangler	$500
Plymouth Sundance highline	$500
Acclaim, Laser, Colt hatchback	$500
Sundance America	$300

1990-91 models

Chrysler Imperial	$2,000
New Yorker Fifth Avenue and Salon, LeBaron sedan	$1,500
LeBaron coupe and conv.	$1,000
Dodge Shadow conv.	$2,000
Spirit, Monaco, Dynasty	$1,500
Daytona	$1,250
Colt GL, Shadow highline	$1,000
Shadow America, Colt	$700
Dodge Ram van conversion, Ram pickup (gas engine), Ramcharger	$1,500
Ram wagon, Ram van	$1,250
Dakota	$1,000
Ram 50	$750
Eagle Talon TSi, Premier	$1,500
Other Talon	$1,200
Summit 4-dr., Summit ES 3-dr.	$1,000
Summit base 3-dr.	$750
Jeep Cherokee, Grand Wagoneer	$1,500
Comanche	$1,000
Wrangler	$500
Plymouth Acclaim, Laser RS Turbo	$1,500
Other Laser	$1,200
Sundance highline	$1,000
Sundance America	$700
All awd minivans	$1,000
All 2wd minivans	$500

13 states in Northeast sales zone, expires Dec. 20. Replaces all national rebates on 1992 models in those states. National rebates continue on 1991 models not listed here. Interest rates in lieu of rebates range from 0 to 9.9 percent.

Dodge Shadow convertible (1991)	$2,000
Chrysler LeBaron sedan (1991-92), Plymouth Acclaim (1991-92), Dodge Spirit (1991-92)	$1,500
Dodge Shadow/Plymouth Sundance (1991-92)	$1,000
All minivans (1991-92)	$1,000
Dodge Dakota (1991-92)	$1,000

FORD MOTOR CO.

1992 models
Expires Dec. 3. In lieu of rebates, 4.8 percent loans on Probe, 7.9 on other Ford and Mercury; no finance incentive on Lincoln.

Ford Festiva, Mustang, Taurus	$500
Tempo*	$500
Thunderbird, Crown Victoria	$750
Escort GT and LX-E**	$750
Probe, Taurus SHO	$750
Aerostar*	$500
F series	$500
Ranger	$750
Bronco	$1,000
Mercury Sable	$500
Topaz*	$500
Tracer LTS*	$750
Capri, Cougar, Grand Marquis	$750
All Lincoln	$1,000

*Tempo, Topaz and Aerostar — $1,000 or 7.9 percent loan in Northeast
**Escort Pony and LX and Tracer sedan and wagon — $500 or 7.9 percent loan in Central and Great Lakes regions.

1990-91 models
1990-91 Ford models and 1991 L-M models, expires Dec. 3. In lieu of rebate, 4.8 percent loans on Festiva and Probe, 7.9 percent on other Ford and Mercury. No finance incentive on Lincoln.

Ford Escort (except GT), Mustang, Taurus, Tempo, Thunderbird	$400
Escort GT, Taurus SHO	$600
Festiva, Probe	$1,000
Aerostar*	$400
Ranger, F series, Econoline E-150 (except RV)	$400
Bronco, Econoline E-150 (RV)	$1,000
Mercury Tracer (except LTS), Topaz, Sable, Cougar	$400
Tracer LTS	$600
Capri	$1,000
All Lincoln	$2,000

*Aerostar — $1,000 or 7.9 percent loan in Northeast.

GENERAL MOTORS
Expires Feb. 4. Finance rates in lieu of rebates start at 2.9 percent for Buick, Oldsmobile and Pontiac; 6.9 percent for Chevrolet and GMC.

1992 models

Buick Skylark*	$250-750*
Century, Regal*	$250-1,000*
Riviera	$2,000
Chevrolet Caprice	$1,000
Geo Metro and Storm	$750
Geo Prizm, Camaro, Beretta, Lumina	$500
Cavalier	$300
G van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup	$750
C/K pickup	$500
GMC G-van, S15 Jimmy (except Typhoon)	$1,000
Sonoma (except Cyclone, GT), Safari	$750
Sierra (except Crew Cab)	$500
Oldsmobile Cutlass Ciera (national)	$1,000
Regional programs, various models	$500-2,000
Pontiac Trans Sport	$1,000
Grand Prix	$750
LeMans, Firebird	$500

*Based on option package selected.

1991 models

Cadillac All models except Allante (expires Dec. 31)	$2,000
Chevrolet Caprice	$1,000
Geo Metro, Camaro	$750
Geo Storm and Prizm, Beretta, Lumina	$500
Cavalier, Corsica	$300
V Blazer, Suburban, G-van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup, R/V and C/K pickups	$500
GMC V Jimmy, Suburban	$1,500
S15 Jimmy, G-van, Safari	$1,000
Sonoma (except Cyclone)	$750
Sierra, R/V pickups	$500
Oldsmobile - regional programs, various models	$500-2,000
Pontiac Trans Sport, LeMans, Firebird	$1,000
Grand Prix	$750

HYUNDAI

49 states (expires Jan. 3)	
Sonata with SE pkg. (1991), Excel with SE pkg. (1991)	$500
Scoupe (1991), Excel base (1991)	$750
Other Excel (1991), Other Sonata (1991)	$1,000
California only (1991 models, expires April 2)	
Excel, Scoupe	$750-1,000
Sonata	$1,000-1,500
All states (1991 models, expires Jan. 3)	
All 1991 models if trade is a 1986-90 Hyundai	$1,000

MAZDA (expires Jan. 3)

Navajo (1991)	$1,000
Trucks (1992)	$1,000

MITSUBISHI (expires Dec. 31)

California (1990-91) Precis	$500
Hawaii (1990-91) Galant	$1,500
Eclipse	$750
Mirage	$500
Pickups, Montero	$750-800

ROLLS-ROYCE/BENTLEY (1991 models; expires Dec. 31)
All models Company pays U.S. luxury tax

SUBARU (expires Jan. 3)

Legacy L and L Plus (1992)	$500
Loyale (1991-92)	$500
XT, XT-6 (1991)	$2,000

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Brampton, Ontario	12/2	
Jeep Wrangler		1,590
Pillette Road (Windsor, Ontario)	12/2	
Ram Van		1,510
Ram Wagon		450
FORD		
Chicago	12/2	5,200
Ford Taurus		
Mercury Sable		
Edison, N.J.	12/2, 12/9	2,800
Ford Ranger		
St. Louis	12/2	4,000
Ford Aerostar		
Lorain, Ohio	12/2, 12/9	2,200
Ford Econoline/Club Wagon		
Oakville, Ontario	12/2	4,800
Ford Tempo		
Mercury Topaz		
GENERAL MOTORS		
Van Nuys, Calif.	12/2, 12/9, 12/16, 12/23, 12/30	
Chevrolet Camaro		1,400
Pontiac Firebird		600
Willowrun, Mich.	12/2, 12/9, 12/16, 12/23, 12/30	
Chevrolet Caprice		2,600
Buick Roadmaster		400
Olds. Custom Cruiser		150
Total U.S. car		**10,350**
Total U.S. truck		**9,000**
Total Canada car		**4,800**
Total Canada truck		**3,550**
Total units lost week of 12/2		**27,700**

Source: Automotive News Data Center

World sales at '90 level seen for '92

ED WENDT
Staff Correspondent

LONDON — The latest DRI World Automotive Forecast predicts that worldwide new-car demand will turn upward during 1992 and that sales will reach 35.5 million, about the same as 1990.

The biannual report also carries good news for the United States. It predicts that the U.S. sales will grow about 10 percent in 1992. U.S. car sales through October were down 12.6 percent from the same period last year.

For the world, the report predicts a 2.9 percent decline this year, from 35.5 million in 1990 to about 34.4 million. But sales are expected to soar to 40.32 million in 1996, DRI says.

Within the European Community, DRI expects new-car sales to rise from 12.2 million in 1990 to 14 million in 1996.

Mo. dealer agrees to disclose all fees

Clinton Lindburg Cadillac Co. of St. Louis has agreed to tell customers about a fee charged for miscellaneous supplies, materials and waste disposal under an agreement with the Missouri attorney general's office.

The dealership also has agreed to pay $1,000 to cover the state's investigation costs. The probe was begun after a consumer complained of a charge identified only by a number on a repair estimate.

The state requires the dealership, when asked, to explain clearly that the charges are standard on all its work orders.

— Helen Kahn

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 11/25-11/30/91	Actual 11/18-11/23/91	Nov. Est.	Year 1/1-11/29/91	Year 1/1-12/1/90
LeBaron A	0	0	0	0	8,071
LeBaron J	600	1,112	4,117	25,090	48,936
New Yorker	180	697	2,551	11,654	33,702
Fifth Avenue	1,050	1,661	6,082	33,410	34,708
Imperial	150	247	919	8,393	18,126
Town & Country (trk.)	150	376	1,296	5,281	2,222
Total Chrysler	**2,130**	**4,093**	**14,965**	**83,829**	**145,765**
Horizon	0	0	0	0	4,327
Sundance	0	0	3,966	56,891	83,243
Acclaim	1,350	2,195	7,900	75,679	111,450
Voyager (trk.)	1,200	2,146	7,847	90,978	76,516
Voyager (Can. trk.)	2,250	2,220	8,742	101,982	93,488
Total Plymouth	**4,800**	**6,561**	**28,455**	**325,529**	**368,024**
Omni	0	0	0	0	4,078
Daytona	0	0	1,941	9,798	31,753
Shadow	0	0	4,609	63,876	90,353
Dynasty	1,575	2,398	9,001	109,334	113,699
Spirit	900	1,614	6,516	71,838	98,093
Monaco (Can.)	0	0	0	8,477	10,384
Caravan (trk.)	1,350	3,134	10,974	107,844	84,190
Caravan (Can. trk.)	3,766	3,964	14,955	138,792	117,151
Caravan C/V (trk.)	15	105	364	3,459	4,171
Caravan C/V (Can. trk.)	94	100	361	13,446	6,730
Dakota (trk.)	1,800	3,030	11,729	94,745	68,241
Ram pickups (trk.)	900	1,479	5,501	68,882	96,379
Ram Wagon (Can. trk.)	0	0	804	17,031	19,896
Ram Van (Can. trk.)	0	0	2,670	37,858	52,947
Total Dodge	**10,400**	**15,824**	**69,424**	**745,382**	**798,067**
Premier (Can.)	0	0	0	8,911	11,940
Cherokee (trk.)	0	0	9,409	137,578	143,387
Comanche (trk.)	0	0	600	5,105	8,896
Grand Wagoneer (trk.)	0	0	0	1,539	6,119
Wagoneer (trk.)	0	0	165	2,538	3,675
Wrangler (Can trk.)	1,590	1,632	6,760	59,835	53,509
Total Jeep-Eagle	**1,590**	**1,632**	**16,934**	**215,506**	**227,526**
Total U.S. car	**5,865**	**9,924**	**47,801**	**465,964**	**680,539**
Total Can. car	**0**	**0**	**0**	**17,388**	**22,324**
Total U.S. truck	**5,415**	**10,270**	**47,884**	**517,949**	**493,796**
Total Can. truck	**7,700**	**7,916**	**34,292**	**368,945**	**343,723**
CHRYSLER CORP.	**18,920**	**28,110**	**129,778**	**1,370,246**	**1,540,382**
Escort	0	0	5,783	173,866	234,181
Mustang	1,637	0	2,111	77,837	124,391
Tempo	1,577	0	7,244	102,144	119,066
Tempo (Can.)	0	3,201	6,396	97,091	104,233
Taurus	2,038	3,329	20,133	294,259	313,960
Thunderbird	0	0	2,730	66,898	103,740
Crown Victoria (Can.)	1,593	1,940	3,957	82,011	113,866
Aerostar (trk.)	2,400	4,000	11,192	159,699	194,384
Bronco (trk.)	427	0	1,213	17,919	44,951
Explorer/Bronco II (trk.)	3,943	7,471	25,526	263,072	194,240
Navajo (trk.)	121	255	923	10,960	7,383
Econoline (trk.)	2,656	2,204	12,041	132,347	161,395
Heavies (trk.)	623	0	1,819	29,242	46,596
Light trucks (trk.)	6,427	5,772	28,173	307,065	414,512
Light trucks (Can. trk.)	3,007	2,767	9,084	89,811	125,407
Ranger (trk.)	4,158	6,949	18,459	253,292	267,947
Total Ford Div.	**30,607**	**37,888**	**156,786**	**2,157,312**	**2,570,252**
Topaz	1,063	0	4,495	44,020	44,479
Topaz (Can.)	0	1,352	2,621	32,526	38,167
Cougar	0	0	1,590	49,119	68,866
Sable	1,106	1,845	10,863	101,211	96,215
Grand Marquis (Can.)	3,217	2,827	6,580	94,347	107,358
Total Mercury	**5,386**	**8,024**	**26,149**	**321,223**	**355,085**
Continental	590	970	1,944	48,694	55,087
Mark VII	124	192	386	8,583	17,406
Town Car	1,782	2,909	5,717	115,676	137,476
Total Lincoln	**2,496**	**4,071**	**8,049**	**172,953**	**209,969**
Total L-M Div.	**7,882**	**10,095**	**34,198**	**494,176**	**565,054**
Total U.S. car	**9,917**	**9,245**	**62,999**	**1,082,108**	**1,314,867**
Total Can. car	**4,810**	**9,320**	**19,554**	**385,975**	**363,624**
Total U.S. truck	**20,755**	**25,651**	**90,347**	**1,173,595**	**1,331,488**
Total Can. truck	**3,007**	**2,767**	**9,084**	**89,811**	**125,487**
FORD MOTOR CO.	**38,489**	**47,983**	**190,984**	**2,651,488**	**3,135,306**
Skylark	1,506	2,002	7,736	54,152	86,853
Century	1,356	2,337	9,756	92,388	62,537
Regal (Can.)	3,000	3,223	13,050	121,000	95,399
Riviera	269	338	1,328	9,056	20,461
Park Avenue/Electra	1,062	1,759	6,990	87,603	56,981
LeSabre	2,206	3,593	14,441	98,621	148,489
Roadmaster Sedan	829	1,390	5,730	41,642	0
Roadmaster Wagon†	240	407	1,445	14,244	4,022
Reatta	0	0	0	1,210	5,369
Total Buick	**10,468**	**15,049**	**60,478**	**519,925**	**480,111**
Eldorado	556	685	2,764	13,621	20,027
Seville	603	751	3,020	24,006	32,249
Brougham	356	596	2,456	20,428	29,591
DeVille	2,206	3,714	14,067	146,098	152,749
Allante	36	59	224	2,740	3,323
Total Cadillac	**3,758**	**5,805**	**22,533**	**206,892**	**237,939**
Cavalier	3,183	5,317	21,130	233,558	333,349
Camaro	841	1,428	5,365	51,290	66,740
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	2,889	5,927	20,642	221,789	260,775
Lumina (Can.)	6,500	6,673	27,800	230,822	210,972
Caprice	1,459	2,431	9,356	119,915	189,883
Corvette	288	476	1,792	19,362	21,644
Astro (trk.)	2,013	3,276	12,607	97,982	122,330
Blazer (trk.)	75	1	423	6,593	14,656
Lumina APV (trk.)	1,001	2,031	6,436	47,539	75,807
Mediums (trk.)	0	0	475	2,465	9,558
P-Model (trk.)	0	0	1,064	17,560	20,134
Pickups (trk.)	4,128	6,535	26,670	274,922	374,609
Pickups (Can. trk.)	3,500	3,647	16,051	137,136	157,884
S10 (trk.)	3,154	5,523	21,222	242,577	227,158
S10 Blazer (trk.)	2,033	3,557	12,690	52,458	79,676
Sportsvan (trk.)	682	1,501	5,010	41,823	53,360
Sportsvan (Can. trk.)	1,700	1,768	7,022	52,813	44,145
Suburban (trk.)	232	607	1,453	22,693	59,387
Total Chevrolet	**33,678**	**50,696**	**197,287**	**1,873,896**	**2,342,396**
Achieva/Calais	487	588	1,258	35,876	94,562
Cutlass Ciera	1,794	3,132	12,920	99,005	63,019
Cutlass Ciera (Can.)	0	0	0	41,161	73,775
Cutlass Supreme	1,410	2,429	9,140	99,470	89,457
Toronado	159	198	790	5,193	14,180
Eight Eight	1,421	2,328	9,980	83,959	95,672
Custom Cruiser Wag.††	96	156	563	7,782	1,223
Ninety Eight	880	1,489	5,617	70,812	38,993
Silhouette (trk.)	301	601	1,938	19,419	28,214
Bravada (trk.)	136	270	1,032	13,364	727
Total Oldsmobile	**6,684**	**11,191**	**43,239**	**476,841**	**499,822**
Sunbird	1,545	2,569	10,218	109,313	155,495
Grand Am	3,179	6,445	20,566	132,241	200,013
Firebird	347	572	2,223	19,961	38,956
Grand Prix	2,000	3,397	13,117	106,037	106,648
Pontiac 6000	0	0	0	19,603	49,970
Bonneville	1,716	2,797	11,150	78,219	69,127
Trans Sport (trk.)	636	1,364	4,156	29,744	41,276
Total Pontiac	**9,423**	**17,144**	**61,430**	**485,118**	**661,485**
Yukon/Jimmy (trk.)	25	1	151	2,064	4,467
Mediums (trk.)	0	0	846	4,884	9,767
P-Model (trk.)	0	0	78	2,049	2,601
Pickups (trk.)	1,532	3,211	10,450	111,582	130,917
Pickups (Can. trk.)	1,300	1,360	5,784	50,718	58,493
Syclone/Sonoma (trk.)	687	1,231	4,523	55,185	50,672
Typhoon/S15 Jimmy (trk.)	627	1,194	4,448	18,608	25,873
Safari (trk.)	660	1,080	4,201	38,286	42,578
Suburban (trk.)	78	104	582	17,638	28,647
Vandura (trk.)	301	468	1,775	17,942	19,500
Vandura (Can. trk.)	600	657	2,652	21,526	17,260
Total GMC	**5,810**	**9,306**	**35,490**	**340,482**	**398,775**
Total Saturn*	**1,586**	**2,844**	**10,647**	**89,892**	**7,901**
Total U.S. car	**36,507**	**61,954**	**235,836**	**2,209,896**	**2,529,358**
Total Can. car	**9,500**	**9,896**	**40,850**	**392,782**	**408,485**
Total U.S. truck	**18,301**	**32,555**	**122,229**	**1,137,375**	**1,421,914**
Total Can. truck	**7,100**	**7,432**	**31,589**	**282,193**	**277,782**
GENERAL MOTORS	**71,408**	**111,837**	**430,424**	**4,021,446**	**4,626,519**
Can. car	2,400	2,301	9,950	102,240	45,102
Can. trk.	1,300	1,369	5,722	49,911	47,268
CAMI*	**3,700**	**3,670**	**15,672**	**152,151**	**92,370**
DIAMOND-STAR*	**3,530**	**1,380**	**13,262**	**141,867**	**141,131**
Civic	1,380	2,324	8,349	77,047	96,059
Civic (Can.)	1,234	1,850	5,995	94,414	97,259
Accord	4,770	7,887	30,576	339,889	310,581
Total U.S. car	**6,150**	**10,211**	**38,926**	**416,936**	**406,640**
Total Can. car	**1,234**	**1,850**	**5,995**	**94,414**	**97,259**
HONDA	**7,384**	**12,061**	**44,921**	**511,350**	**503,899**
HYUNDAI Sonata (Can.)	**632**	**876**	**3,376**	**25,153**	**24,127**
MAZDA*	**3,116**	**4,729**	**16,610**	**154,107**	**189,402**
U.S. trk.	1,017	1,656	4,698	59,093	67,080
Can. trk.	132	167	460	6,211	7,986
NAVISTAR	**1,149**	**1,823**	**5,158**	**65,304**	**75,066**
Sentra	1,660	2,946	10,923	122,388	88,456
Pickup (trk.)	1,610	2,866	10,680	122,739	131,043
NISSAN	**3,270**	**5,812**	**21,603**	**245,127**	**219,499**
Geo Prizm	1,110	1,875	7,261	83,498	94,661
Toyota Corolla	1,440	2,385	9,237	96,491	95,775
Toyota Hilux (trk.)	135	224	779	1,673	0
NUMMI	**2,685**	**4,484**	**17,277**	**181,663**	**190,436**
Legacy	755	1,331	4,938	53,038	30,495
Pickup (trk.)	322	537	2,050	24,350	0
Rodeo (trk.)	662	1,082	4,036	28,983	0
Total U.S. car	**755**	**1,331**	**4,938**	**53,038**	**30,495**
Total U.S. trk.	**984**	**1,619**	**6,988**	**53,333**	**32,682**
SUBARU-ISUZU	**1,739**	**2,950**	**11,827**	**106,371**	**63,187**
Camry	1,795	4,221	16,001	171,451	203,732
Corolla (Can.)	1,500	1,513	6,335	62,113	57,263
TOYOTA	**3,295**	**5,734**	**22,336**	**233,564**	**260,995**
VOLVO 740, 940 (Can.)	**150**	**150**	**600**	**7,151**	**7,849**
AM GENERAL (trk.)	**225**	**375**	**1,425**	**18,815**	**20,799**
MISCELLANEOUS (trk.)**	**1,500**	**2,500**	**9,500**	**124,020**	**138,000**
Total U.S. car	**71,785**	**110,121**	**463,585**	**4,986,944**	**5,746,056**
Total Canada car	**20,226**	**25,906**	**86,653**	**1,097,216**	**1,017,813**
Total U.S.-Canada Car	**92,011**	**136,027**	**550,248**	**6,084,160**	**6,763,868**
Total U.S. truck	**49,942**	**78,716**	**302,630**	**3,288,582**	**3,637,323**
Total Canada truck	**19,230**	**19,651**	**81,868**	**777,871**	**802,166**
Total U.S.-Canada truck	**69,181**	**98,367**	**383,898**	**3,985,664**	**4,439,489**
TOTAL U.S.	**121,727**	**188,837**	**766,225**	**8,295,536**	**9,383,379**
TOTAL CANADA	**39,485**	**45,557**	**167,721**	**1,784,286**	**1,819,979**
TOTAL U.S.-CANADA CAR & TRUCK	**161,192**	**234,394**	**933,946**	**9,999,823**	**11,203,358**

*Estimate ††1990 totals reflect LeSabre (rwd) †††1990 totals reflect Olds. 88 (rwd)

*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

May contain error of one or two units due to rounding.

Holiday continues at 5 plants

ANNE E. WRIGHT
Chief Statistician

General Motors and Ford Motor Co. have extended the Thanksgiving holiday for five U.S. plants as they continue to battle high inventories and slow sales.

Ford extended the shutdown for one week at the Chicago car plant and the St. Louis truck plant.

The Chicago plant produces the Ford Taurus and Mercury Sable, and the St. Louis plant builds the Ford Aerostar.

Ford also idled the Edison, N.J., truck plant for two week. Edison produces the Ford Ranger.

Ford's Lorain, Ohio, truck plant has been reduced to one shift for two weeks. Full production is slated to resume Dec. 16.

Downtime at Ford's Oakville, Ontario, car plant has been extended an additional week. The plant produces the Ford Tempo and the Mercury Topaz.

General Motors announced that the Van Nuys, Calif., and the Willow Run, Mich., facilities will be idled the entire month of December to adjust inventories.

The Van Nuys plant, which builds the Chevrolet Camaro and the Pontiac Firebird, is scheduled to resume production Jan. 2.

The Willow Run plant produces the Buick Roadmaster wagon, the Chevrolet Caprice sedan and wagon and the Oldsmobile Custom Cruiser wagon. It is scheduled to resume production Jan. 6.

U.S. producers' estimated production last week was 121,727 cars and trucks, 35.5 percent below the prior week and 31.1 percent below the year-ago week, both of which had five work days.

U.S. car and truck production for 11 months was estimated at 8,205,536 units, off 12.6 percent from 9,383,379 at the same point last year.

In Canada, which worked a five-day week, car production was off 22.6 percent from the prior week and 26.2 below the year-ago week.

Truck production nearly matched the previous week's output and rose 47.1 percent above the year-ago week.

For the year, car and truck production in Canada is 1,784,288, down 2.0 percent from 1,819,979 in 1990.

Chrysler scheduled daily overtime this week at the Brampton, Ontario, Jeep facility that produces Wrangler.

General Motors scheduled Saturday overtime at the Scarborough, Ontario, and the Oshawa, Ontario, truck plants last week.

In the United States, three plants are scheduled for Saturday overtime this week. The Detroit-Hamtramck, Mich., car assembly is scheduled for one shift, and the Wilmington, Del., and the Lansing, Mich.(M), car plants are scheduled for two-shifts.